

STATE OF SOUTH CAROLINA

(Caption of Case)

Application of NexUSTel, LLC for a Certificate of Public Convenience and Necessity to Provide Resold Interexchange Telecommunications Services to and from all Points throughout the State of South Carolina, and for Alternative Regulation

BEFORE THE  
PUBLIC SERVICE COMMISSION  
OF SOUTH CAROLINA

COVER SHEET

DOCKET  
NUMBER: 2008 - 261 - C

(Please type or print)

Submitted by: John J. Pringle, Jr.

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NOTE: The cover sheet and information contained herein neither replaces nor supplements the filing and service of pleadings or other papers as required by law. This form is required for use by the Public Service Commission of South Carolina for the purpose of docketing and must be filled out completely.

DOCKETING INFORMATION (Check all that apply)

☐ Emergency Relief demanded in petition

☐ Request for item to be placed on Commission's Agenda expeditiously

☐ Other:

INDUSTRY (Check one)

- ☐ Electric  
☐ Electric/Gas  
☐ Electric/Telecommunications  
☐ Electric/Water  
☐ Electric/Water/Telecom.  
☐ Electric/Water/Sewer  
☐ Gas  
☐ Railroad  
☐ Sewer  
☒ Telecommunications  
☐ Transportation  
☐ Water  
☐ Water/Sewer  
☐ Administrative Matter  
☐ Other:

NATURE OF ACTION (Check all that apply)

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Affidavit                 | <input type="checkbox"/> Letter                            | <input type="checkbox"/> Request                   |
| <input type="checkbox"/> Agreement                 | <input type="checkbox"/> Memorandum                        | <input type="checkbox"/> Request for Certification |
| <input type="checkbox"/> Answer                    | <input type="checkbox"/> Motion                            | <input type="checkbox"/> Request for Investigation |
| <input type="checkbox"/> Appellate Review          | <input type="checkbox"/> Objection                         | <input type="checkbox"/> Resale Agreement          |
| <input type="checkbox"/> Application               | <input type="checkbox"/> Petition                          | <input type="checkbox"/> Resale Amendment          |
| <input type="checkbox"/> Brief                     | <input type="checkbox"/> Petition for Reconsideration      | <input type="checkbox"/> Reservation Letter        |
| <input type="checkbox"/> Certificate               | <input type="checkbox"/> Petition for Rulemaking           | <input type="checkbox"/> Response                  |
| <input type="checkbox"/> Comments                  | <input type="checkbox"/> Petition for Rule to Show Cause   | <input type="checkbox"/> Response to Discovery     |
| <input type="checkbox"/> Complaint                 | <input type="checkbox"/> Petition to Intervene             | <input type="checkbox"/> Return to Petition        |
| <input type="checkbox"/> Consent Order             | <input type="checkbox"/> Petition to Intervene Out of Time | <input type="checkbox"/> Stipulation               |
| <input type="checkbox"/> Discovery                 | <input checked="" type="checkbox"/> Prefiled Testimony     | <input type="checkbox"/> Subpoena                  |
| <input type="checkbox"/> Exhibit                   | <input type="checkbox"/> Promotion                         | <input type="checkbox"/> Tariff                    |
| <input type="checkbox"/> Expedited Consideration   | <input type="checkbox"/> Proposed Order                    | <input type="checkbox"/> Other:                    |
| <input type="checkbox"/> Interconnection Agreement | <input type="checkbox"/> Protest                           |  |
| <input type="checkbox"/> Interconnection Amendment | <input type="checkbox"/> Publisher's Affidavit             |  |
| <input type="checkbox"/> Late-Filed Exhibit        | <input type="checkbox"/> Report                            |  |

Print Form

Reset Form

# ELLIS:LAWHORNE

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August 25, 2008

**FILED ELECTRONICALLY**

The Honorable Charles L.A. Terreni  
Chief Clerk  
**South Carolina Public Service Commission**  
Post Office Drawer 11649  
Columbia, South Carolina 29211

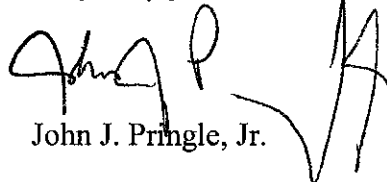
RE: Application of NexUSTel, LLC for a Certificate of Public Convenience  
and Necessity to Provide Resold Interexchange Telecommunications  
Services to and from all Points throughout the State of South Carolina, and  
for Alternative Regulation  
**Docket No. 2008-261-C, Our File No. 1645-11594**

Dear Mr. Terreni:

Enclosed is the **Prefiled Testimony of Jorge Asceio** filed on behalf of  
NexUSTel, LLC in the above-referenced docket.

If you have any questions or need additional information, please do not hesitate to  
contact me.

Very truly yours,

  
John J. Pringle, Jr.

JJP/cr  
Enclosure (as stated)

cc: C. Lessie Hammonds, Esquire (via electronic mail service)  
Mr. Jorge Asceio (via electronic mail service)  
Danielle Burt, Esquire (via electronic mail service)

**BEFORE THE SOUTH CAROLINA  
PUBLIC SERVICE COMMISSION  
DOCKET NO. 2008-261-C**

In the Matter of the Application of )  
NexUSTel, LLC )  
To Provide Resold Interexchange )  
Telecommunications Services )  
Throughout the State of South Carolina )

**DIRECT TESTIMONY OF  
JORGE ASECIO**

1 **Q. Please state your full name, business address, and position.**

2 A. My name is Jorge Asecio. I am President of NexUSTel, LLC. My business address is  
3 9700 S. Dixie Highway, Suite 550, Miami, Florida, 33156.

4 **Q. Please describe your professional experience.**

5 A. In my position as President of NexUSTel, I preside over the business development, sales  
6 and operations functions of NexUSTel from our offices located in Miami, Florida. I am a  
7 General Manager with over 20 years of diversified management experience in different  
8 industries, including the last 12 years in senior management positions in the  
9 telecommunications industry. Most recently, I served for 7 years as CEO of Americatel  
10 Corporation, a \$200M long distance Telecommunications Company based in Miami,  
11 oriented to the fast-growing Hispanic market in the United States.

12 **Q. What is the purpose of your testimony in this proceeding?**

13 A. The purpose of my testimony is to describe the resold interexchange services that  
14 NexUSTel proposes to offer in South Carolina and to review issues related to its request  
15 for a certificate to provide such services. My testimony specifically relates to  
16 NexUSTel's managerial, financial, and technical competence to provide the

1 telecommunications services for which authority is requested, and its compliance with  
2 the rules and policies of this Commission.

3 **Q. Please describe the authority that Applicant seeks from the Commission.**

4 A. NexUSTel seeks to offer resold interexchange telecommunications services throughout  
5 the State of South Carolina.

6 **Q. Does Applicant possess the requisite managerial, financial, and technical abilities to  
7 provide the services for which it has applied for authority?**

8 A. Yes.

9 **Q. Please describe Applicant's managerial and technical qualifications.**

10 A. NexUSTel possesses the managerial and technical qualifications to provide its proposed  
11 telecommunications services. NexUSTel's management team has over 20 years  
12 experience in the telecommunications industry and is well equipped to manage the  
13 Applicant's provision of services in South Carolina. NexUSTel is currently in the  
14 process of obtaining authority to provide resold interexchange services in all states with  
15 the exception of Alaska and Hawaii. NexUSTel is currently authorized to provide  
16 telecommunications services in Arkansas, Colorado, Florida, Georgia, Idaho, Indiana,  
17 Iowa, Kentucky, Michigan, Montana, New Jersey, New York, North Carolina, Oregon,  
18 Texas, Utah, Virginia, Vermont, Washington, Wisconsin and Wyoming, and has  
19 applications pending in 20 additional states. NexUSTel has not been denied requested  
20 certification in any jurisdiction.

21 **Q. Please describe Applicant's financial qualifications.**

22 A. As explained in its Application, NexUSTel possesses the financial qualifications  
23 necessary to conduct its telecommunications operations. Financial statements

1 demonstrating its financial capability to offer the proposed services have been submitted  
2 as Exhibit 4 of its Application.

3 **Q. Please describe the types of services that Applicant will offer in South**  
4 **Carolina.**

5 A. NexUSTel intends to provide resold interexchange telecommunications services and  
6 intends to offer retail voice services on a prepaid and postpaid basis. NexUSTel will  
7 continuously monitor and maintain a high level of control over its network on a 24-hours-  
8 a-day, 7-days-a-week basis.

9 **Q. What regulatory treatment is Applicant seeking in this application?**

10 A. Applicant requests that its interexchange services be subject to alternative regulation,  
11 pursuant to South Carolina Code § 58-9-585 (Supp. 1999), as was first granted by the  
12 Commission in Order Nos. 95-1734 and 96-55 issued in Docket No. 95-661-C.

13 **Q. Does NexUSTel intend to offer prepaid debit card services in South Carolina?**

14 A. NexUSTel intends to offer prepaid debit card services in South Carolina at some point in  
15 the future. Although NexUSTel's proposed tariff lists several prepaid debit card services,  
16 NexUSTel has revisited its business plan and will not initially offer prepaid debt card  
17 services following certification. As such, NexUSTel's final tariff will not contain those  
18 offerings. However, NexUSTel is aware of the Commission's \$5,000 bond or certificate  
19 of deposit requirement associated with prepaid debit card services, and will file such an  
20 instrument with the Commission prior to marketing or selling any such services.

21 **Q. What geographic areas will Applicant serve?**

22 A. NexUSTel seeks authority to provide service throughout the State of South Carolina.

1 **Q. Please provide the name, address and telephone number of the person that will**  
2 **serve as your company's contact to the Consumer Service Division for complaint**  
3 **resolution.**

4 A. The Company contact to the Consumer Service Division for complaint resolution will be  
5 Sonia Varas, Director of Customer Service. Ms. Varas can be reached at 9700 S. Dixie  
6 Highway, Suite 550, Miami, Florida 33156, Tel: (786) 220-3720, Fax: (585) 720-1790.

7 **Q. If authorized to provide competitive telecommunications services, will Applicant**  
8 **abide by the rules, regulations, policies and orders of this Commission, and the laws**  
9 **of the State of South Carolina, as now adopted or that may be adopted in the future,**  
10 **in its provision of competitive intrastate telecommunications services?**

11 A. Yes. NexUSTel commits to abide by all rules and regulations that are deemed to be  
12 applicable to it.

13 **Q. How will Applicant guard against slamming?**

14 A. NexUSTel will prevent unauthorized switching of customers by obtaining a signed letter  
15 of authorization ("LOA"), or similar authorization, from all new customers. NexUSTel  
16 will comply with South Carolina law and Federal Communications Commission ("FCC")  
17 regulations regarding how carriers may change a customer's Primary Interexchange  
18 Carrier.

19 **Q. How will Applicant handle service, billing and repair complaints?**

20 A. NexUSTel's toll free number that customers may call to register service, billing and  
21 repair complaints is 877-639-8775. Customers may also send written inquiries and  
22 complaints to NexUSTel's principal place of business. Customers will also be able to  
23 chat with a live customer service agent through the NexUSTel website and will have the

1 option to receive a transcript of the chat session via e-mail. NexUSTel is committed to  
2 address all services, billing, and repair complaints and inquiries promptly. If NexUSTel  
3 is unable to resolve a complaint to a customer's satisfaction, NexUSTel will advise the  
4 customer of its right to file a complaint with South Carolina Office of Regulatory Staff or  
5 the South Carolina Public Service Commission.

6 **Q. Will Applicant comply with all applicable Commission service rules and billing**  
7 **standards?**

8 A. Yes.

9 **Q. Please describe the public interest benefits associated with Applicant's proposed**  
10 **offering of telecommunications services in South Carolina.**

11 A. Granting this Application will promote the public interest by increasing competition in  
12 the provision of telecommunications services in South Carolina. NexUSTel will deploy  
13 and expand a competitive telecommunications infrastructure in the State. NexUSTel will  
14 provide customers high quality, cost effective telecommunications services, with an  
15 emphasis on customer service. In addition to driving prices closer to costs, thereby  
16 ensuring just and reasonable rates, competition also promotes efficiency in the delivery of  
17 services and in the development of new services. These benefits work to maximize the  
18 public interest by providing continuing incentives for carriers to reduce costs while,  
19 simultaneously, promoting the availability of potentially desirable services.

20 **Q. Does this conclude your testimony?**

21 A. Yes, it does.